

# Agronomists agree: High cost of fertilizer still well worth the price

The primary concern of farmers is elevating both their yields and profits, and probably nothing offers greater potential for both than increased and more efficient use of fertilizer, agronomists at Oklahoma State University agree.

Dr. Billy Tucker, OSU Extension agronomist, said fertilizer prices are predicted to double in price by the mid-1980s, possibly tempting some farmers to cut their ever-increasing input

costs in the 1980s by trying to get by with less fertilizer. Such a move would be self-defeating, he said, because "it's the price the commodity brings—and not of the fertilizer itself—that determines how expensive it is."

The only alternative farmers have to combat increasing production costs is greater productivity per unit, says Dr. Bobby Darst, an agronomist who is head of the Potash and Phosphate

Institute at OSU. "Without a doubt, we can say there is a direct relationship of production to fertilizer," he said. "Too many farmers," he added, "punish themselves with less production—and profits—by cutting down fertilizer use."

Fertilizer costs will be up in 1981, he said, but fertilizer costs as a part of production "are relatively less than several years ago."

While fertilizer volume is predicted to be up 12 to 18% in 1981 by the OSU agronomists, they also foresee greater fertilizer efficiency—primarily through soil testing—that will provide soils and crops only what they need, cutting down unnecessary application.

Gordon Johnson, on OSU Extension agronomist who heads the Soil Testing Laboratory, said figures from 1979-80 showed a "direct correlation

between fertilizer testing and fertilizer use" in sales by fertilizer dealers who offer this service to farmers.

Oklahoma farmers spend some \$60 million annually on fertilizer, but they have not always used it wisely, the agronomists said.

Some wheat farmers in the north central and northwestern part of the state have so single-mindedly used nitrogenous fertilizers and other nitrogenous to increase crop yields that they've been lax in keeping tabs of the other needs of the soil.

The result has been excessive soil acidity on some of these lands that

first came to attention in the 1970s, said Dale Fain, OSU Extension area agronomist stationed in Enid.

Some soils dropped to a pH range of 4.3 to 4.4, causing toxicity to wheat and poor performance, and greater growth of unwanted chickweed and ryegrass, he said.

Applying lime to correct this acidity has brought some "dramatic changes," Fain said, but the problem is far from over.

In contrast to 1972, when only about six percent of soils in those areas showed acidity, that figure for Fain's area is now around 30%, he said.

## California Ag Dept. sponsors fuel plant design competition

A farm-sized alcohol fuel plant design contest is being sponsored jointly by the California Department of Food and Agriculture and the State Solid Waste Management Board. Entry deadline is May 31, 1981.

Contract awards of \$55,000 for medium size and \$95,000 for small size plants will be presented to the two winning finalists for the preparation of construction and operating manuals. These manuals will be

available to the public.

A judging panel will judge the technical feasibility of the preliminary design drawings and performance data. Three semi-finalists in each size category will be chosen for an on-site visit by the panel. Final selection will be based on a demonstration of plant operation and alcohol production.

The judging team will have representatives from government, colleges and universities, manufactur-

ers, agricultural organizations, farmers, and the public.

Design competition information and entry forms may be obtained from the Department of Food and Agriculture, Long Range Planning Unit, 1220 N Street, Sacramento, Calif. 95814, attn: C.T. Smith (916) 322-5227.

Individuals, colleges, technical institutions, and industrial companies are invited to compete. Out-

state participants may compete if their alcohol fuel plant is located in California.

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## Comments

The cattle business seems to be well and thriving here in the island state of Hawaii. Moisture has been

as good as anyone can remember, and everyone we have visited has good pasture. The trade winds from the north bring the rains to the Hawaiian Islands. Generally the lee sides of the island are dry now. But even these areas are enjoying good pastures, and this is important because grass is the main feed for Hawaiian cattle.

We're writing this column this week in Henry Baldwin's office on the beautiful island of Maui. Henry and another island, Bill Eby, took us yesterday to historic Halsakala Ranch and to the Ulu-palakua and Kaaolu ranches owned by Per-dee Erdman and Oakie Rice. These visits and others on the big island of Hawaii were terrific.

First, we learned there are approximately 250,000 beef cattle in the state of Hawaii. These cattle produce about 35% of Hawaii's beef needs and last year cash receipts from livestock marketing totaled \$78.2 million compared to \$72.5 million in 1978. Kokomo, Maui, meat packer and rancher, Anthony DeCote, told us that the prices of the state's locally produced beef parallel that of the West Coast markets and additionally there is usually a three to five cent premium.

We visited DeCote's small but immaculate, pecking plant and saw a number of fed carcasses that would grade choice. DeCote told us that this was very important as the spread between good and choice can be as much as 10 cents.

A surprising number of cattle are fed in Hawaii, both in ranch owned feedlots and in the larger commercial feedlot in Oahu operated by Hawaiian Milling Co. with a capacity of 15,000. This lot, we were told, is half full now, and cattle numbers are down in the state because of some bad drought during 1977-78.

Cattle feeding is expensive in Hawaii because all of the grain has to be imported from the mainland with a shipping cost of about \$40 per ton. So the net cost to the feeder is in the neighborhood of \$64 per cwt., but nevertheless cattle feeding is profitable, with choice cattle worth \$1.22-1.23 per cwt., and furthermore, it is virtually impossible for a rancher to get more than \$1.80 a lb. for his weaned steer calves.

More with you

# Meat Board to coordinate beef checkoff

Under the direction of new president, John Huston, the National Live Stock and Meat Board plans to begin work on an industry-sponsored beef research, education and market development program, Huston told Commodity News Service (CNS).

Huston said his primary goal as president of the NLMB will be to protect meat's traditional market share and work for total consumer acceptance of meat. To reach these industry-wide goals, the Meat Board will continue to combine efforts with the National Pork Producers Council, National Wool Growers Assn. and the new beef checkoff program.

The new beef program will be coordinated by the Meat Board's Beef Industry Council, along with other national and state beef organizations, Huston said.

To aid in the development of the new program, a survey was conducted recently by Doane Agricultural Service, Inc. For it, 4800 cattle producers and feeders were questioned about beef promotion.

Cattlemen indicated a preference for a state and national program to accomplish the goals, Huston said. As a result of the survey, the Meat Board and other industry groups are more clearly aware of the beef industry's wants and needs, and can more effectively serve them, he said.

"It is unfortunate this survey wasn't conducted seven years ago before the first attempt to pass the Bseferendum," Huston said, referring to the Beef Research and Information Act voted down by cattle-men in national referendums in 1977 and 1980.

The sound defeat of the proposed program early this year, by about a 65-to-35 margin, left the beef

industry with little hope of a national checkoff program in the future, sources said. That's where the Meat Board plans to come in.

"The Bseferendum would have been efficient," said Huston. "However, and organization needs to reflect the needs of its members, and cattlemen want more local control. I think this program will be stronger because of the

local support."

To reach their goals, Huston said, the Meat Board must begin coordinating the industry's efforts by selecting a collection rate and method of new funding can begin. Presently, the Meat Board does not have sufficient funds for national consumer advertising, which is imperative to accomplish the beef industry's goals, he said.

The Meat Board's money for beef programs now comes from the National Cattlemen's Assn. and various state cattle groups, but there is no master plan for collection.

"Right now, a massive consumer education program is beyond our reach," he said. "Our five-year goal is to develop a funding system that will generate the kind (Continued on page 11)

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## Nutrition expert denounces beef health attacks

By DOUG LERLE Present evidence strongly indicates that the latest accusations against beef are unfounded. But too few people are telling the public that these accusations are false.

In a keynote address by one of the nation's leading authorities on nutrition and health, Dr. Cortez F. Enloe, Jr. urged more than 650 participants attending the 26th annual Colorado Cattle Feeders Assn. convention in Vail to get this important information to the public.

Enloe, president of Nutrition Today, Inc., warned cattle feeders attending the August 22 meeting that consumerism has grown to be a large, money-making business... which is part of the reason the public and the press have accepted the allegations against beef as fact.

"The theory that animal fat causes heart disease has been wounded critically, if not mortally," Enloe said. "And the rationalization surrounding the beef/cancer connection is cockeyed, and one that is not being challenged."

Dr. Enloe warned the audience about various politicians and members of government that promote

ideas and opinions that are highly dangerous to the beef industry and the free market system. He said that Senator George McGovern, who comes from a beef-producing state (South Dakota), has been heard publicly relating the consumption of beef to an immoral act. He said many people believe it is immoral to eat beef because they feel we are taking food out of people's mouths by growing beef on land that should be growing crops and vegetables.

And Carol Tucker Foreman, executive secretary of agriculture, believes and has been quoted as saying that producing beef in this country is just as damaging as burning our crops in the fields. "Well, so my dad

used to say," added Enloe, "don't let that stuff get in your shoes."

In closing, Enloe urged the cattle feeder audience to beware of Senator Kennedy and his followers because of his belief that the farmer and rancher should not be allowed to produce anything he wants, anyway that he wants. He warned of creeping socialism in this country and urged the industry to promote and get the word out to the public.

"Agriculture is what makes this country strong," he said. "We are truly the 'food champions' of the world."

In another key address, Dr. Pierre A. Rinfret, an economist and president of (Continued on page 11)

DR. PIERRE RINFRET "There is no more self-reliance. We are all looking to the government for help."

DR. CORTEZ ENLOE "...rationalization surrounding the beef/cancer connection is cockeyed..."

## Hjort predicts 10% food price hike

Retail food prices are expected to increase 10 to 15% from 1980 to 1981, the USDA's chief economist, Howard Hjort, said, according to CNS.

"Farm prices will be higher in 1981 and will be a more important factor in moving up retail food prices," Hjort said at a press briefing following release of the Labor Department's Consumer Price Index for July.

Retail food prices in 1980 now are expected to increase 8.9%, compared with USDA's earlier estimate of 8.4%, Hjort said.

The food component of the Consumer Price Index, including all food and non-alcoholic beverages, increased one percent from June to July on a seasonally adjusted basis. Hjort said the increase from July to August probably would be 1.5%, also on a seasonally adjusted basis.

For the first time since early 1979, Hjort said, the food component of the CPI rose at a faster rate than the general CPI.

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mate of 8.4%, Hjort said. The food component of the Consumer Price Index, including all food and non-alcoholic beverages, increased one percent from June to July on a seasonally adjusted basis. Hjort said the increase from July to August probably would be 1.5%, also on a seasonally adjusted basis.

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Food prices during the third quarter of 1980 are expected to increase 13 to 16% at an annual rate, Hjort said. Although the drought has had some effect, a more important factor in the increase has been higher-than-expected broiler and pork prices, he said.

USDA had expected larger slaughter rates for hogs during the third quarter because of the high inventory numbers shown in USDA's latest report, Hjort said.

"There's major uncertainty about where these hogs are," Hjort said. "Are they indeed out there? If they are, they've got to start coming to market soon."

This situation should moderate the food component of the CPI to a more moderate rate during the fourth quarter of 1980, he said.

The number of cattle scabies outbreaks reported to the USDA declined again this summer, the USDA said, according to CNS.

USDA's Animal and Plant Health Inspection Service said there were only six cases confirmed in June and July, three each month.

There were eight outbreaks reported in May, and five in April.

Each was reported in La Salle County, Ill.; Spink County, S.D.; and Swisher County, Texas. In July, two cases were reported in Illinois—one each in Henry and DeKalb counties—and one case was found in Renville County, Minn.

The pest often disappears in the summer, when the cattle are in the pastures.

There were eight outbreaks reported in May, and five in April.

Scabies outbreaks are reported to the USDA by state health officials.

Scabies is a skin disease that causes intense itching and discomfort. It is caused by a mite that burrows into the skin.

Scabies is most common in cattle that are kept in close quarters, such as in feedlots.

Scabies can be treated with a variety of medications, including ivermectin.

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"About six years ago he saw a sign sayin, 'If you drink don't drive'... he ain't been anywhere since!"

# Safeway exec warns feeders of future

By DOUG LIERLE

"The cattleman and the cattle feeder can no longer look forward to higher prices," according to one of the nation's leading experts in beef merchandising.

Peter Magowan, chairman and chief executive officer of Safeway Stores, Inc., told stockmen attending the Colorado Cattle Feeders Assn. Convention in Vail August 21 that cattleman are in a new and dangerous period. He said feeders can no longer be certain that the cattle cycle will continue.

Citing lower poultry and pork prices as a major part of the cattleman's plight, Magowan said inflation has driven food prices to the point that people will no longer pay the price. "People shop around more," he said. "They look for bargains."

"My industry's traditional profit margin is one cent on the dollar," he continued. "But our customers still think our net profit is 20%. The unions with which we must negotiate feel there are huge profits that must be shared with them."

Magowan said that even with new technology that has benefited the customer, Safeway's profit margin remains at one percent primarily because of government regulations and unions. "We think we can live with it," he said, "but there is no room for mistakes. The big problem is that one percent is only one percent away from zero."

Magowan told the Colorado feeders that Safeway Stores expects fewer packers to stay in business in the future, with the big ones getting bigger. The supermarket chain also expects increased importance placed on boxed beef.

"We have learned that Safeway continues to enjoy a good meat reputation," Magowan said. "But most customers do not care or know about beef grades. Only one-third of our customers knew we carried choice beef when surveyed. And most thought that choice beef was leaner than good."

"Consumers want lean, boneless beef in cheaper cuts. And, leaner is especially important in regard to ground beef. Lean beef, however, has not led to an increase in total beef tonnage."

Magowan concluded by noting that in the future Safeway will sell beef—whether graded or ungraded—that comes from much leaner carcasses. He told the feeders that the beef they produce must be a

# Prolonged drought, sparse grasses cause of low reproductive activity

Many beef breeding cattle during prolonged drought conditions on sparse range grasses suffer from inadequate total feed—mainly energy and protein.

When cows don't eat enough nutrients, they lose considerable weight, which in turn causes a decrease in milk production and reproductive activity. Dr. Larry L. Boleman, beef cattle specialist with the Texas Agricultural Extension Service, Texas A&M University System, said the end result to such weight losses is lightweight calves and unbred cows, unless routine production practices are altered.

He said the only production stress that can be removed from a cow or heifer is lactation. Production requirements of a mature cow include nutrients for body maintenance, lactation and rebreeding.

First-calf heifers and young cows must have additional nutrients for growth.

Lactation stress may be removed from cows or heifers by weaning calves after 80 to 85 days. Partially removing calves by creep feeding and holding the calf off the cow for part of the day will also help reduce stress and nutrient requirements so reproductive performance is more likely to be maintained.

The cow herd must be gaining weight before a large percentage will come into heat, breed and conceive. The most common way to supply energy is through roughages and stored hay.

However, when grass and hay supplies are short, nonexistent or too expensive, grain can replace a portion of roughage in beef cattle rations. If grain is used to replace hay or forage in the ration, Boleman said, feed at least one half of the ration as roughage.

Maintaining livestock in feedlots or traps near water and shelter conserves animal energy. Hay can be used as the sole feed, but without a small amount of legume hay, Boleman said, a protein supplement should be supplied.

Boleman also said that with as much as three to four pounds of alfalfa hay fed daily per head for cattle fed sorghum, prairie or johnsongrass hay, the protein supplement is not necessary. Three pounds of alfalfa hay supplies about as much protein as one pound of cottonseed meal.

Protein in the ration of a cow eating mature grass is important because it effects the amount of forage a cow can eat in 24 hours. Cows without adequate protein will have lowered rumen activity, which reduces forage consumption and, therefore, reduces availability of all nutrients to the animal.

A protein feed's chief function is to supplement grain and roughage feeds, both comparatively low in protein. He said protein improves ration efficiency and should be fed at a rate to allow one pound of protein per head per day for dry cows from combined forages and supplement.

Boleman said feeding twice a week is satisfactory if all animals have access to the feeds, and this schedule results in savings of about 60% in labor and travel compared with daily feeding.

The only exercise some people get is running out of money.

### Western Livestock Journal

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### Despite early lull, exports hit quota

U.S. exports of high quality beef in 1980 undoubtedly will reach the 18,800-ton level called for under the Multi-Lateral Trade Negotiations, despite the fact Japanese imports of U.S. beef declined 10% in the first half of the year, the U.S. agricultural attache in Tokyo told CNS.

The attache said the decline in Japan's beef imports from the U.S. in the first half of the year was due to lower purchases of beef skirt plates following the bankruptcy of one of Japan's chief users of the beef cut.

As a result, the attache said, Japan's Livestock Industry Promotion Corp., its meat buying agency, will shift to purchase of other cuts.

During the first six months of 1980, Japan imported 54,878 tons of fresh-frozen beef, including 10,128 tons from the U.S. The total import level was down 5.5% from the previous year.

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### Farm management advisor offers 'tight pocketbook' tips

Tight money, the drought and other calamities have again put a strain on farmers' and ranchers' pocketbooks.

To help them cope under difficult financial situations, Norlin Hain, University of Missouri-Columbia farm management specialist, offers these suggestions:

- Prepare a cash flow plan which schedules sales to make cash available when financial obligation or expense payments are due.
- Keep dollars working. Deposit checks upon receipt. Insist on prompt payment from sales. Keep idle cash in interest-bearing accounts.
- Use 30-day charge accounts when possible unless cash discounts are offered. But pay bills before interest charges begin.
- Whenever possible, pay high interest loans first. Avoid paying high interest rates on charge accounts or credit card bills.

Hain said farmers having financial difficulties should also reduce inventory by marketing crops and livestock they can afford to sell early.

He said farmers can also save money by minimizing operating costs. That means, for example, soil testing and fertilizing only to the extent needed, using least-cost rations for livestock, cutting fuel use by using fuel only for necessary trips, and delaying the replacement of machinery.

"Farmers can also improve their financial status by improving their buying skills," said Hain.

### China orders big for ag equipment

People's Republic of China with a western farm equipment producer. The equipment includes tractors, combines, tillage tools and hay machines.

The machines were ordered by China's Ministry of State Farms and Land Reclamation and will be used on a 60,000-acre farm in northeastern China.

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### Coming Events

Sept. 10-12—New Mexico State Fair, Albuquerque, N.M.  
Sept. 13—Nebraska Jr. Polled Hereford Assn. Field Day, Nebraska City, Neb.

**HORSE AUCTIONS**  
Sept. 6—T. Cross (Stan) Glover, Quarter Horse Production Sale, Payson, Colo.  
Sept. 7-8—Clayton Livestock Market, Inc., Quarter Horses, Clayville, N.M.  
Sept. 11—Brink's Quarter Horse Dispersal, Bismarck, Texas  
Sept. 12-13—Shelton Ranches First Annual Quarter Horse Sale, Kerrville, Texas

**GATTLE AUCTIONS**  
Sept. 8—PAYE VHS, Sale, Nebraska-Wyoming, North Platte, Neb.  
Sept. 8-11—Bar Steinhilber, Quarter Horse Dispersal, Payson, Colo.  
Sept. 8-11—Clayton Livestock Market, Inc., Quarter Horses, Clayville, N.M.  
Sept. 12-13—Shelton Ranches First Annual Quarter Horse Sale, Kerrville, Texas

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1:00 p.m.—Quarter Horse Sale  
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11:00 a.m.—Quarter Horse Sale

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## Proxmire hears embargo pros

Administration witnesses presented a good case for continuing the U.S. grain and technological embargoes against the Soviet Union during two days of U.S. Senate banking committee hearings that concluded recently, according to committee chairman, William Proxmire, D-Wis.

According to CNS, Proxmire suggested that additional hearings on the effectiveness of the embargo should continue. "I think these (banking) hearings have concluded in (making) a good case for continuing the embargo. We have not brought the Russians to their knees ... but we have hurt them," Proxmire said.

Despite Proxmire's assertions, five senators and a panel of grain grower representatives testified that the embargo should be lifted immediately because it has had no effect on the Soviet Union, but had hurt U.S. farmers.

U.S. Agriculture Secretary Bob Bergland said officials from the departments of state and commerce testified in favor of continuing the embargo.

They opposed a bill introduced by Sen. Bob Dole, R-Kan., that would lift the embargo through an amendment to the Export Administration Act of 1979.

Bergland asserted that the agricultural embargo — which denies the Soviet Union any U.S. grain in excess of the eight million tons contracted for in the five-year U.S.-USSR grain supply agreement — had forced the Soviets to cull their livestock herds, lower their livestock production goals, and pay inflated prices for grain from other supplies.

The best way to make a long story short is to have the boss walk in.

## Show Results

WYOMING STATE FAIR  
Douglas, Wyo., August 22

### ANQUE

Judge: Gise Heisel,  
Kadron, S.D.

**BULLS:** Grand champion and junior champion: Milo Rypkema, Mt. Rushmore Angus, Rapid City, S.D., and Hucklefeldt-Krebs, Gordon, Neb., on Gallagher Patriot 808, 1/10/79 by Sayre Patriot. Reserve champion and senior champion: Flash Associates, Clearedon, Texas, on Thomas Flash, 2/10/78 by Thomas Chaps. Senior bull calf: Ruled Burrows, Clearedon, Texas, on Rosharon Freestate 2548, 9/18/79 by Rosharon Freestate 766. Reserve senior bull calf: Mid-America Cattle Co., Ellsworth, Kan., on Gordon Alexander 99C, 8/24/79 by Alexander the Great. Intermediate champion: Wiedy Acres Angus, Brie Fitzgerald, Harrison, Neb., on Wiedy Bluebird 888, 5/7/79 by Dakota Poundmaker 1818. Reserve intermediate: Rudolph Bros., Chino, Mont., and Big Sky Angus, Lavie, Mont., on Rudolph Poundmaker CDR 23, 5/18/79 by Poundmaker Black Bird MC 576. Reserve junior: Rudolph and Big Sky on Biz John Henry, 2/12/79 by Thomas Linslight. Reserve senior: George Graham, Clearedon, Texas, on Prospector Prince 8017, 8/12/78 by RF Prospector Estate 405.

**FEMALES:** Grand champion and intermediate champion: Wiedy Acres Angus on Wiedy Bluebird 888, 5/7/79 by Columbus Adventure 2057. Reserve grand and junior champion: Wiedy Acres on Wiedy Blackbird 8829, 8/14/79 by Dakota Poundmaker 1818. Senior heifer calf: Gerald Kirwan, Jr., Safford, Neb., on Anthony 8000D Eureka 24189, 9/2/79 by Soharbrook Goodwin 1137. Reserve senior heifer calf: Hucklefeldt-Krebs on Lucy Kirk 1008, 9/18/79 by Ankorian Dynamo 51A8. Reserve intermediate: Wiedy Acres on Wiedy Bluebird 888, 5/7/79 by Columbus Adventure 2057. Reserve junior: Hucklefeldt-Krebs on Black Bird HK29, 1/10/79 by Dakota Poundmaker 1818.

**GROUPS:** Got of sire: Wiedy Acres on Dakota Poundmaker 1818; Junior get of sire: Wiedy Acres on Columbus Adventure 2057. Breeder: Wiedy Acres.

A total of 60 head of Angus cattle was shown at this show. Quality was strong and interest in this show.

—JERRY YORK

**HEREFORDS**  
Judge: David Breiner,  
Alma, Kan.

**BULLS:** Grand champion and senior champion: T.T. Macfarland Cattle Co., Connell, Wash., Schroeder Cattle Co., Palsade, Neb., and Morgan and Moffitt Cattle Co., Sedgewick, Okla., on AC Classic, 9/18/79 by 50 Mark Arthur 55. Reserve grand champion and champion yearling: Jim Morris, Louisiana, Mo., on JRM Banner 1500, 3/26/79 by WBF PRL Justa Banner. Champion bull calf: Ted Cooper and Floyd Wampler, Paso Robles, Calif., on TRC L1 Domino 8112, 9/18/79 by TRC L1 Domino 7027. Reserve bull calf: Cooper and Wampler on TRC L1 Domino 8105, 10/3/79 by WCF L1 Domino 5137. Reserve champion yearling: Fulscher Herefords, Amherst, Colo., on CSU Prospector 9242, 2/10/79 by Prospector 7058. Reserve senior

## FARMLAND USA



by: James Hamill and Harold Hamill

Farmland USA, now in its second printing, is a one-of-a-kind volume that embraces the rural splendor of America in the exquisite watercolors of artist James Hamill and the accompanying text of his father, Harold Hamill. Jim traveled thousands of miles in crisscrossing our nation's vast midsection, and his more than 100 paintings, appearing in full color, reflect the majesty of what he encountered on his journeys. FARMLAND USA is a book to be owned and given as a gift, for it is a treasury of agricultural America. It sums up the farming experience with simplicity, dignity and clarity.

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## Heart Of The Herd PRODUCTION SALE

Saturday, September 20, 1980  
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Burton, Texas  
Selling:

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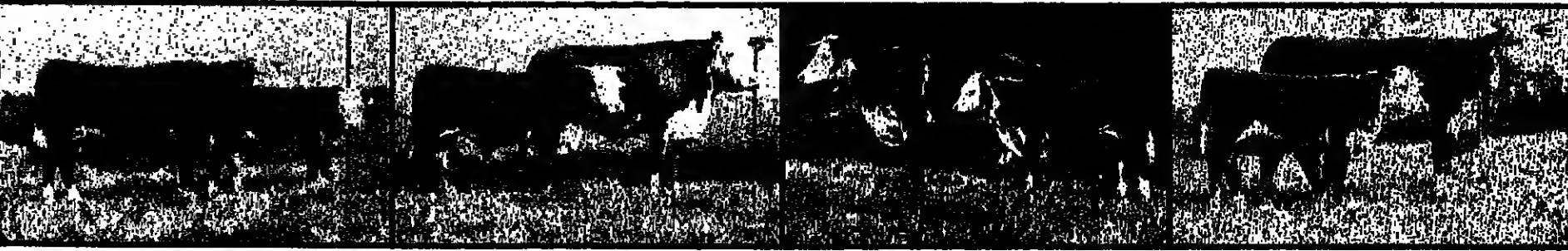
## STILL HOUSE HOLLOW

a complete dispersion

# SEPTEMBER 22 AND 23

Hume, Virginia

A lasting foundation becomes tomorrow's opportunity



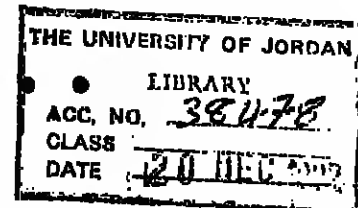
LOT 265  
Mark Donald Dam  
Bull Calf by L1 78744

LOT 148  
L1 Dam  
Bull Calf by Sam Donald

LOT 17  
Sam Donald Dam  
Bull Calf by L1 78744

Lot 51  
Sam Donald Dam  
Heifer Calf by L1 Advance

They do a lot for each other.  
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Sam Donald's role is to contribute the muscle pattern and his great structural correctness. The Line 1's are the acknowledged "changers" of frame, and can best bring out that response. Such corrective matings have made the Hereford what he is today!

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150 FALL CALVERS bred to "The Miles City Bull at Denver", L1 78744, and two Pruett-Wray Bulls  
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# Auction Results

**WILLIAMS 8 BRANGUS**  
Alpine, Texas, Aug. 23

4-yearling bulls ..... \$44,200  
6 bull calves ..... 12,100  
10 hard sire prospects ..... 18,200  
11 embryo donor cows ..... 30,864  
17 pairs ..... 20,412  
5 bred cows ..... 13,000  
20 bred heifers ..... 12,850  
77 lots ..... 16,987

Auctioneers: Bert and Ruben  
Repos; Anthony Mihalick  
Sole Managers: P & F Cattle Co.  
Bulls: Mr. Williams 850-421  
(Tequila Joe), 6/30/78 by WSR  
Rocky Joe 850; Floyd Riley,  
Humboldt, Mo., \$100,000. Mr.  
Williams 351-384, 2/11/78 by  
Brinks Carson 351/0; Floyd  
Riley, \$48,000. Mr. Williams  
650-454L, 10/3/78 by WSR Rocky  
Joe 650; Honda Creek Ranch,  
Cardley, \$22,500. Mr. Williams  
Hopi 3, 2/24/78 by Brinks Carson  
606/2; Richard Randall, Denver,  
Colo., \$22,000.

**IBP reports earnings  
for nine-month period**

Iowa Beef Processors,  
Inc. reported after-tax earnings  
for the first nine  
months of fiscal 1980 of  
\$33,260,000 (\$3.25 per  
share), versus \$26,584,000  
(\$2.56 per share), and  
increase of 25.4% over the  
same period in 1979.

Sales for the first nine  
months of fiscal 1980 were  
up 6.6% to \$3.41 billion,  
compared to the \$3.14  
billion in last year's  
comparable period.

**ANKONY GENETIC CENTER  
A.I. TRAINING SCHOOL  
OCTOBER 13-17, 1980**

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COURSE INCLUDES: Herd management, Nutrition, Dis-  
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resentative from Upjohn Veterinary Products will present  
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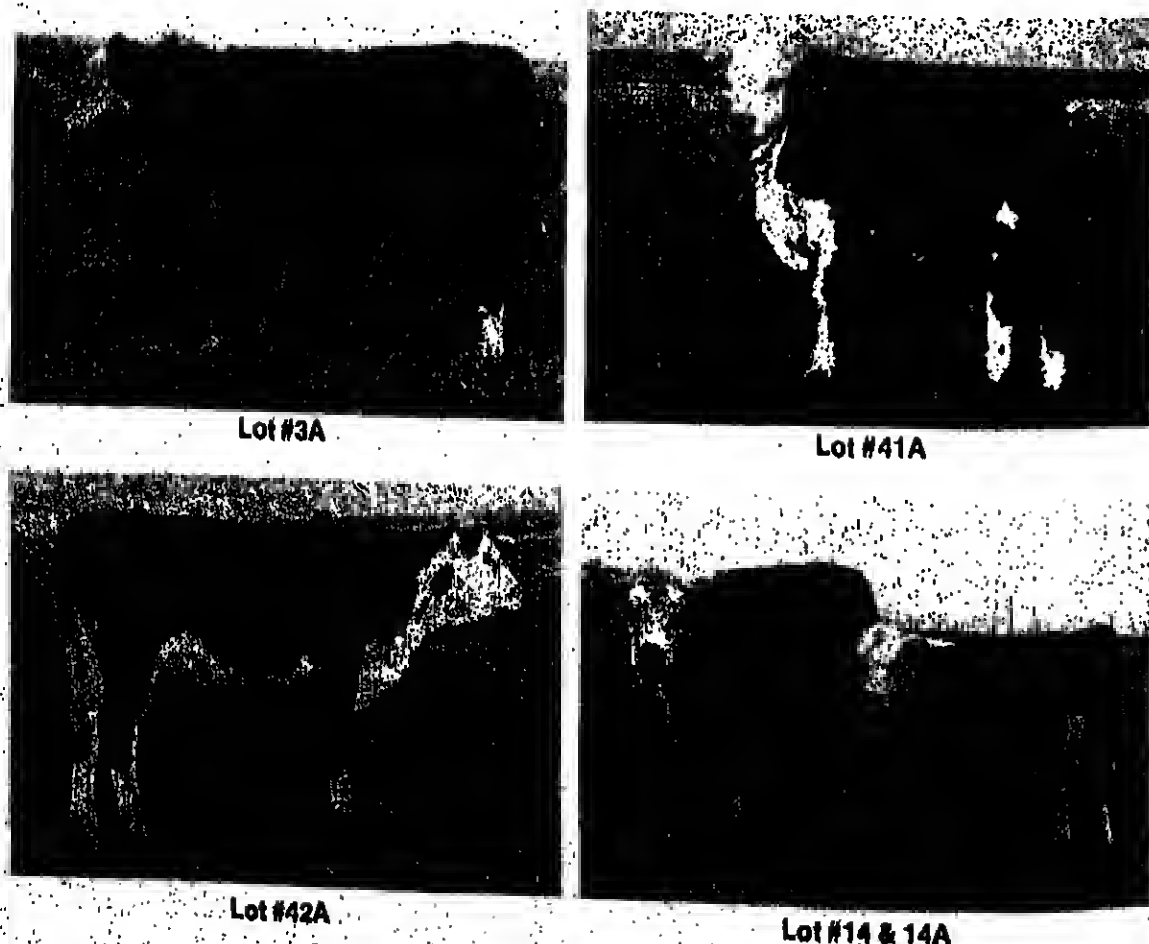
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# WESTWIND FOUNDATION FEMALE SALE

**Thursday, September 18**

**1:00 p.m., at the ranch—8 miles west of Valler, Montana**

**60 Bred Cows  
30 Heifer Calves  
10 Bull Calves**



All the cows selling are 5 years old and younger. Several will weigh over 1500 lbs. The bull calves selling are herd sire prospects and some of the heifer calves are show prospects. Free delivery on purchases over \$10,000.

Call or write for sale catalogs:

## WESTWIND POLLED HEREFORDS

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408/276-3326

Valler, Montana  
59488

## Market Roundup:

# Meat industry sees uneasiness stirring

AN INCREASING UNEASINESS is stirring in the livestock and meat industries as fall comes closer and seasonally increasing cattle and hog supplies approach market readiness.

Last week's federally inspected cattle slaughter and hog slaughter was up, with the heaviest marketings yet to come. Marketings of the spring pig crop, delayed because of poor weight gains this summer, are expected to surge after Labor Day. Almost everyone in the industry agrees there are still a lot of hogs on the farm, but those hogs are not quite up to market weight. When they are, it will put more cheap pork back on the supermarket shelves and could again discourage consumers from buying higher-priced beef.

The strength in dressed beef prices the past two weeks has been mostly the result of planned Labor Day features. That's the last big beef holiday of the year, and perhaps retailers' last chance to feature beef before their counters are deluged with pork during the September to November period.

Just about everyone in the beef complex appears to be making money at this time. Beef packers have been making about \$10 per head profit for about two weeks, and cattlemen have been making money on \$72-74 per cwt. cattle for more than a month. That's another reason—feedlots are willing to sell and packers will to buy while profits are good for slightly increased slaughter levels this week, analysts say.

**WASHINGTON-OREGON CHOICE** steers \$72.75-73.25; good and choice Holsteins \$84. Choice heifers \$70.50-71.50. California choice steers \$78; good and choice \$73-74. Mostly choice heifers \$68-69; good and choice \$67-68.50. Arizona good to mostly choice steers \$72-73. Mostly choice heifers \$69. New Mexico mostly choice steers \$72.75-73.25; good and choice \$70-73. Choice heifers \$68.50-69.50; good and choice \$67-68.50; mostly good \$67. Texas and western Oklahoma mostly choice steers \$72.50-74; good and choice \$71-73.25; good \$70-70.50; good and choice Holsteins and Corrientes \$65.50-66. Mostly choice heifers \$68-70; good and choice \$67.50-68.50. Western Kansas choice steers \$72-73.50; good and choice Holsteins \$68. Choice heifers \$68.50-69.50. Eastern Nebraska mostly choice steers \$73.50-74. Mostly choice heifers \$68.50-70.

**COLORADO MOSTLY CHOICE** steers \$72-73.25. Choice heifers \$69-70. Montana mostly choice steers \$70-71. Mostly choice heifers \$67.

Washington and Oregon choice feeder steers 300-400 lb. \$76-85.25; 600-800 lb. \$73-78; 800-1000 lb. \$72.50-76.75; 700-800 lb. \$70-74; 800-900 lb. \$69-78. Choice feeder heifers 300-400 lb. \$66-70; 400-500 lb. \$63.50-67; 500-600 lb. \$61-66.75. California choice feeder steers 550-650 lb. \$71-74. Choice feeder heifers 550-650 lb. \$64.50. New Mexico choice feeder steers \$75 lb. \$84; 675 lb. \$73. Choice feeder heifers 160-220 lb. \$91-95; 300-410 lb. \$70.30-80.

Texas choice feeder steers 400-500 lb. \$77.50-82.50; 600-800 lb. \$76-78.90; 800-1000 lb. \$75-78.70; 700-800 lb. \$72.60-74.90; 600-926 lb. \$67.70-71.60. Choice feeder heifers 400-500 lb. \$65.90-68.28; 600-600 lb. \$65.25-68; 800-700 lb. \$65-67.60.

**OKLAHOMA CHOICE FEEDER** steers 675-500 lb. \$60.25-65; 600-800 lb. \$76-80.50; 800-1000 lb. \$74-76; 700-800 lb. \$72.75-75.50; 800-900 lb. \$70.75-72.25. Choice feeder heifers 400-500 lb. \$68.75-75.25; 600-800 lb. \$67-68.75; 800-900 lb. \$65.50-67.25. Kansas choice feeder steers 300-400 lb. \$67-69; 400-500 lb. \$66-68; 600-800 lb. \$79.75-83.50; 800-1000 lb. \$72.50-74.50; 700-800 lb. \$70.50-74.90. Choice feeder heifers 600-800 lb. \$66.60-70.60; 800-1000 lb. \$64.40-67.50.

Colorado choice steers 400-500 lb. \$77.50-84; 600-800 lb. \$74.50-78.25; 800-1000 lb. \$71.75-78.25; 700-800 lb. \$71-78.25; 600-900 lb. \$68.25-74.50. Choice heifers 400-475 lb. \$74-81; 600-800 lb. \$67.50-73; 800-1000 lb. \$65.50-71.25. Wyoming, western Nebraska and southwestern South Dakota, choice feeder steers 400-500 lb. \$80-84; 600-800 lb. \$78.50-82; 800-1000 lb. \$74-78.50; 700-800 lb. \$70.25-74.50; 800-1000 lb. \$69-71.30. Choice feeder heifers 400-500 lb. \$74-75.75; 600-800 lb. \$70-75; 800-1000 lb. \$67-71; 700-925 lb. \$65.50-69.20. Montana choice feeder steers 850-900 lb. \$69-70. Choice fancy heifers 800-750 lb. \$65-68. Southeast complex choice feeder steers 800-400 lb. \$78-80; 400-500 lb. \$68-82; 500-800 lb. \$65-78; 600-700 lb. \$62-74.50; 700-800 lb. \$69.50-71. Choice feeder heifers 200-300 lb. \$68-78; 300-400 lb. \$65-76; 400-500 lb. \$60-68; 600-800 lb. \$67-68.

Replacements, choice young cows 700-1000 lb. \$55-65.50; four to eight year olds 1000-1200 lb. with 800-400 lb. calves in Iowa \$800-900 per pair; choice 700-1000 lb. cows with 200-300 lb. calves \$550-550; 100-200 lb. calves \$500-575 per pair.

**SLAUGHTER SPRING LAMBS**, Midwest choice and prime 90-120 lb. woolled \$65-68; choice and prime 80-120 lb. shorn with No. 1 and 2 pelts \$68-74.50. San Angelo choice and prime 85-105 lb. woolled \$66-71. San Angelo slaughter ewes \$17-22; cull and utility \$11-17. Midwest utility and good \$8-14; cull \$5-10. Feeder spring lambs, San Angelo choice and fancy 55-55 lb. \$65-69; Midwest choice and fancy 76-93 lb. \$65-70. San Angelo stock ewes medium and good solid mouths \$38-45.

St. Louis, S.D., U.S. #1-2 feeder pigs 20-30 lb. \$21-28; 30-40 lb. \$19-30; 40-50 lb. \$13-33.50; 50-60 lb. \$18-42; 60-70 lb. \$18-44.50; 70-80 lb. \$12-47.50.

## CENTRAL AUCTION ROUNDUP

(Reports as quoted by markets)

### AMARILLO LIVESTOCK AUCTION

Amarillo, Texas, Aug. 26

6,530 head received: Feeder steers, 400-450 lb. \$77.50-81; 500-550 lb. \$76.70-77.80; 600-700 lb. \$72.40-74.70; 700-800 lb. \$71.70-73.50; 800-875 lb. \$69.30-71. Md. & lg. #1-2 400-500 lb. \$73.75-78; 500-600 lb. \$69.75-74.25; 600-700 lb. \$68.50-71.80; 700-800 lb. \$67-70.80. Feeder heifers, md. #1 300-350 lb. \$76-77.80; 400-500 lb. \$65.50-66.80; 500-600 lb. \$65.50-67.50; 600-700 lb. \$65-68. Md. #1-2 300-400 lb. \$64-64.75; 400-500 lb. \$60.75-64.50; 500-600 lb. \$60.75-64.50; 600-700 lb. \$57-60.75; 700-800 lb. \$54-57.50; 800-900 lb. \$52-55.25. Replacements, md. #1 with calves at side \$55-62.

### MCKINLEY-WINTER OGDEN CITY, KAN., AUG. 21

6,500 head received: Feeder steers, md. #1 300-400 lb. \$67-68; 400-500 lb. \$68-69; 500-600 lb. \$70-73.50; 600-700 lb. \$72.50-74.50; 700-800 lb. \$70.50-74.90; 800-900 lb. \$68-72.50. Feeder heifers, md. #1 300-400 lb. \$72-73.50; 400-500 lb. \$68-69.70; 600-700 lb. \$64.90-67.50; 700-800 lb. \$64.40-68.25. Slaughter cows, ut. and comm. 1-3 \$44-48.50; high dressing 2-3 \$46-48.50.

## Auction Results

### OKLAHOMA BRANGUS BREEDERS ASSN.

Tulsa, Okla., August 18

2 bulls ..... \$4,400  
5 pair ..... 2,658  
35 open females ..... 1,631  
30 bred females ..... 1,286  
75 lots ..... 1,631

Auctioneer: Orelis A. Bowls

Sole Manager: P & F Cattle Co.

Gulls: 48 Rock 22/8, 12/8/78 by WSR Rocky Joe 850; Onica Brothers, Finley, to J.P. Brangus, Welch, \$4600. RW Tom Tom 8500 R, 3/3/78 by Mr. JWH Tom-Tom 136/4; Robinwood Farms, Oklahoma City, to Cholesterol 9/7, Pryor, \$4000. Females: Miss Rodgers 76/6 R, 3/14/79 by Mr. Ford 468/2; L.S. Rodgers, Coalgate, to Clayton Williams, Alpine, Texas, \$4700. 8/13 R, 4/15/78 by Bar 8ho Nul 72; Onica Brothers to G & O Land & Cattle Co., Thornedale, Texas, \$3850. Miss Rodgers 80/6 R, 3/14/78 by Mr. Ford 582/4; L.S. Rodgers to Clayton Williams, \$3800. Miss S.C.R. 112R, 5/15/78 by 7-7 Oatze 68; Butler Creek Ranch, Muskogee, to Keith Mayes, Moberly, Mo., \$3500. RX Freja's Oatze 18, 3/12/75 by Ray's H Oatze 95/2; Rocky JM Ranch, Oklahoma, to G & O, \$3300. Miss Hilary Gued 18/8 R, 5/1/78 by HSR Oued Chiel 100/3; Hillery, Brangus, Weurke, to Mo. Cattle Co., Shelbyville, Mo., \$3050. RX Miss Kistly R, 1/17/78 by RX 15; Rocky JM Ranch to Spring Creek Ranch, Searcy, Ark., \$2650. A full house of buyers was on the scene to bid on this top set of cattle and they sold in short order going into four sales. The cattle were presented in excellent condition and were well accepted by the buyers. Volume buyers were: Cholesterol Bar 6 and O & O Cattle Co.

—FRED GREEN

### WRIGHT MATERIALS, INC.

San Antonio, Texas, Aug. 16

100 lots ..... \$2,985

Auctioneer: Eddie Wood

Sole Manager: Longhorn Sales, Quilman, Texas

Bulls: Bold Ruler, 1/1/73 by Sam 15 P.H.1; Wright Materials, Inc., Robstown, to Keesel Ost Farms, Berlin, Mich., \$32,000. CT Ruler 409, 7/11/78 by Bold Ruler; Wright Materials to S-P Longhorn Ranch, Ardmore, Okla., \$4800. TC-Hanky Tank, calved 1972; Wright Materials to Las Abasco Ranch, Cotulla, \$3300. Females: YO Marquess 765, 2/3/74 by YO Marquess 311, Larry Smith, Crowley, to Oon Wiley-Austin, \$7000. Keesel Problem, calved 1972 by Texas No. 1 212 P.H.1; Wright Materials to Jack Montgomery, Yuma, Colo., \$7000. Y.O. Fuli 634, 1/12/70 by Sam Houston 1 P.H.3; Wright Materials to Y.O. Ranch, Mountain Home, \$8200. YO Helio 508, 8/15/68 by YO Sam Houston; J. B. Bell, Houston, to Y.O. Ranch, \$3000. J. B. Bell, Houston, to Y.O. Ranch, \$3000.

## LIVESTOCK EXCHANGE, INC.

Brush, Colo., Aug. 22

3,281 head received: Feeder steers, md. & lg. #1 540-025 lb. \$78.50-80; 625-895 lb. \$73.50-78; 745-780 lb. \$71-74.65; 815-875 lb. \$70-72.50. Feeder heifers, md. & lg. #1 300-350 lb. \$75-83; 400-500 lb. \$68-73.50; 550-600 lb. \$66.25-70; 600-700 lb. \$67.50-71.25; 700-800 lb. \$66-68.75. Md. #1-2 525-850 lb. \$65.50-66.50. Slaughter cows, high-dressing ut. 2-4 \$48-52.75; heifers \$52.25-58; high cutter & ut. 1-3 \$43.80-48.75. Slaughter bulls, YG 1 1000-1500 lb. \$50.85-58.10; 1500-1675 lb. \$55.75-63.25.

### CLOVIS LIVESTOCK MARKET, INC.

Clovis, N.M., Aug. 30

3,102 head received: Feeder steers, md. #1 240-285 lb. \$101-108; 325-380 lb. \$90-96.50; 400-500 lb. \$82-92.50; 500-600 lb. \$70-82; 600-700 lb. \$68-74; 700-800 lb. \$65-71.50. Feeder heifers, 550-600 lb. \$84-70; 600-700 lb. \$83-68. Slaughter cows, cutters \$47-52; medium \$44-47; thin \$44-48; leader \$44-48; heifers \$50-52. Slaughter bulls, \$50-60; thin \$52-57. Replacements, pairs \$625-800.

### EMPORIA LIVESTOCK SALES CO., INC.

Emporia, Kan., Aug. 22

2,170 head received: Feeder steers, choice 250-300 lb. \$84-88; good \$75-80; common \$65-68.

Good and choice 500-650 lb. \$77-82; common \$70-76; 650-850 lb. \$71-77; common \$65-70; 850-1100 lb. \$69-72; common \$66-67. Feeder heifers, choice 250-450 lb. \$71-74; good \$65-70; common \$60-64. Ood and choice 450-650 lb. \$68-72. Common \$62-63; 650-800 lb. \$66-68; common \$66-60. Slaughter cows, big heifers \$63-65; ut. \$43-48; canners and cutters \$44-46; comm. \$41-43. Slaughter bulls, ut. \$55-60 canner and cutter \$53-55. Replacements, pairs \$625-875; stocker bulls 500-700 lb. \$66-70; 700-1000 lb. \$60-65.

Good and choice 500-650 lb. \$77-82; common \$70-76; 650-850 lb. \$71-77; common \$65-70; 850-1100 lb. \$69-72; common \$66-67. Feeder heifers, choice 250-450 lb. \$71-74; good \$65-70; common \$60-64. Ood and choice 450-650 lb. \$68-72. Common \$62-63; 650-800 lb. \$66-68; common \$66-60. Slaughter cows, big heifers \$63-65; ut. \$43-48; canners and cutters \$44-46; comm. \$41-43. Slaughter bulls, ut. \$55-60 canner and cutter \$53-55. Replacements, pairs \$625-875; stocker bulls 500-700 lb. \$66-70; 700-1000 lb. \$60-65.

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